

## Message Text

UNCLASSIFIED

PAGE 01 ABU DH 01578 041230Z  
ACTION NEA-11

INFO OCT-01 EUR-12 ISO-00 EB-08 /032 W  
-----071999 041231Z /53

R 041157Z JUN 78  
FM AMEMBASSY ABU DHABI  
TO USDOC WASH DC  
SECSTATE WASHDC 7931  
AMEMBASSY ATHENS

UNCLAS ABU DHABI 1578

ATHENS FOR RTDO

E.O. 11652: N/A  
TAGS: BBSR, BTIO, BENC, TC FEW

REF: (A) ABU DHABI 1\*5 NOTAL; (B) ABU DHABI 1323 NOTAL;  
(C) ABU DHABI 0714 NOTAL.

1. POST REPORTED A \$20-25 MILLION GAS SWEETENER ERECTION CONTRACT TO  
MEPD IN TOPS FORMAT ON APRIL 3, 1978. AS INDICATED IN REF, A TENDER  
WAS NEVER OFFICIALLY PUBLISHED AND NOW CONTRACT HAS BEEN AWARDED TO  
EUROPEAN FIRM. ONLY ONE AMERICAN COMPANY REPLIED TO TOPS CABLE AND  
THEY WERE ON ARAB BOYCOTT OF ISRAEL LIST.

2. ON MAY 10, 1978, POST REPORTED JOINT VENTURE OPPORTUNITY FOR CIVI  
L  
ENGINEERING FIRM. LOCAL PARTNER HAS CAPITAL, EQUIPMENT AND PERSONNEL  
BUT FELT IT NEEDS US PARTNER TO ENTER SAUDI MARKET. OPPORTUNITY WAS  
REPORTED IN TOPS FORMAT IN REF B. TO DATE WE UNAWARE OF ANY US  
RESPONSE.

3. IN REF C DATED MAR. 15, 1978, EMBASSY FORWARDED ATOP LOOKING FOR  
FIRM THAT COULD RENT, MAINTAIN AND MANAGE \$19 MILLION TRADE CENTER  
COMPLEX IN ABU DHAI. CONTRACT INVOLVED NEGOTIABLE PERCENTAGE OF \$5  
MILLION ANNUAL RENT WITH THE POSSIBILITY OF EXPANDING THE OPERATION T  
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O  
AN ADDITIONAL 53 BUILDINGS. WE WERE ALERTED EARLY TO OPPORTUNITY BEFO  
RE  
ANYONE ELSE. WE WERE TOLD RECENTLY THAT MANAGEMENT CONTRACT WOULD  
GO TO BRITISH FIRM AND THAT NO US COMPANIES HAD RESPONDED AT ALL.

4. POST HAS RECEIVED FAIR TO GOOD RESPONSES TO OUR ROUTINE TOPS.

REQUESTS FOR QUOTES ON MACHINERY RECEIVE RAPID REPLIES. HOWEVER,  
WE ARE PUZZLED BY VERY SLIGHT RESPONSE TO THE THREE OPPORTUNITIES CIT  
ED  
IN PARAS 1-3 ABOVE, PARTICULARLY SINCE TWO OF THESE WERE MAJOR PROJEC  
TS.

5. FOR USDOC. POST WOULD LIKE TO BE INFORMED WHETHER TOPS FORMAT  
CAN BE USED TO REPORT MAJOR PROJECTS AS LONG AS BENC TAG IS USED.  
WE WOULD ALSO LIKE TO KNOW WHY OUR NON ROUTINE REPORTS ELICIT LITTLE  
OR NO RESPONSE.  
DICKMAN

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NNN

## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 jun 1978  
**Decaption Date:** 20 Mar 2014  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978ABUDH01578  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
**Expiration:**  
**Film Number:** D780233-0988  
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**Message ID:** 8b3dbe92-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** ONLY  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Reference:** 78 ABU DHABI 1, 78 ABU DHABI 1323, 78 ABU DHABI 714  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 29 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** N/A  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2498158  
**Secure:** OPEN  
**Status:** <DBA CHANGED> VJT 20041018  
**Subject:** MANAGEMENT CONTRACT  
**TAGS:** BBSR, BTIO, BENC, TC  
**To:** COM STATE  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/8b3dbe92-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
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